Navigation Projects A Sponsors Perspective

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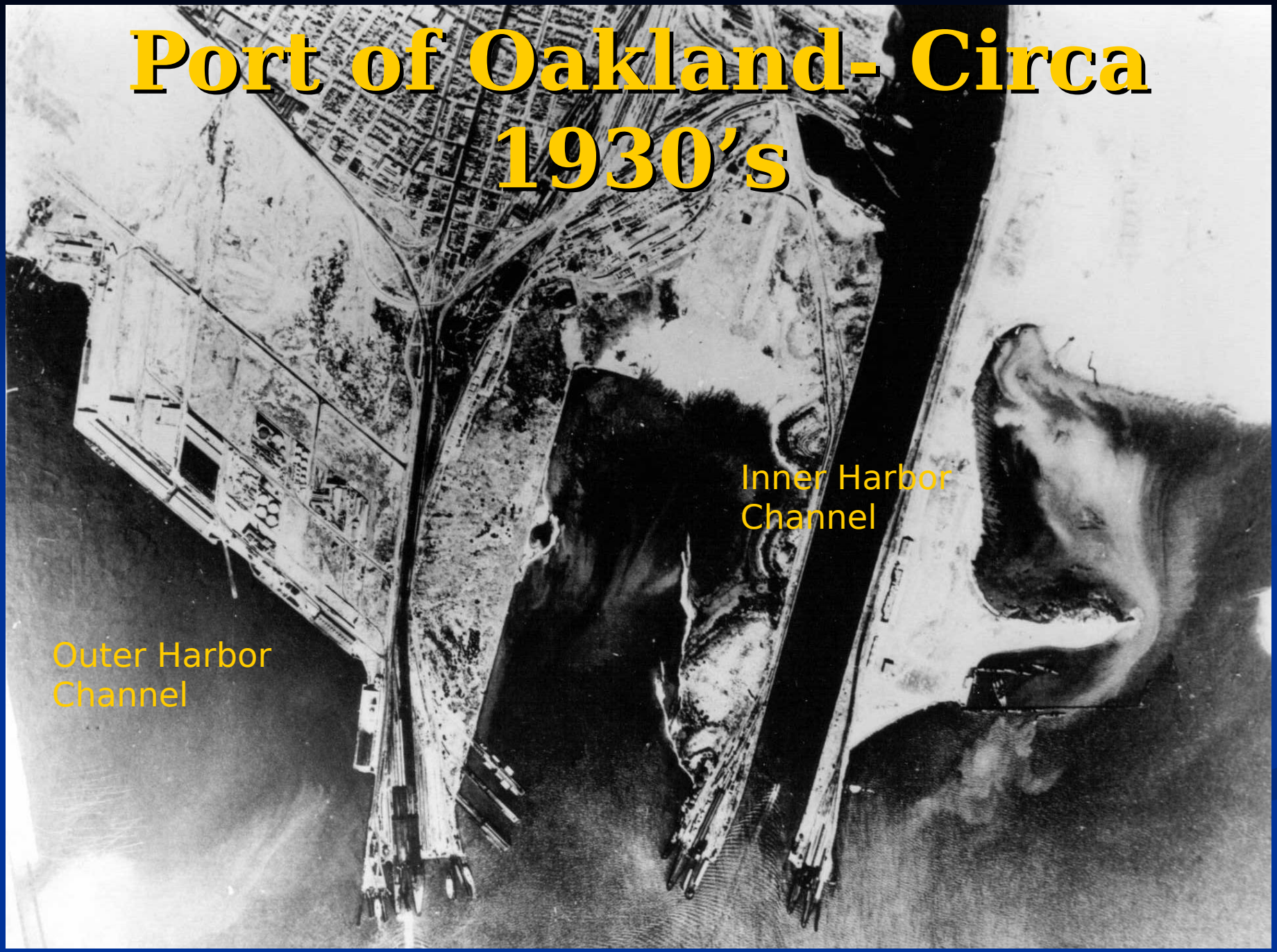
Port of Oakland- Circa 1930's



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Understanding the Project

- What is it?
- Why is the project being done?
- Why are you doing it?
- How does it fit into sponsor's business?

Understand your Client

- Business
- Needs
  - Local Sponsor
  - Shippers
  - Logistics Chain

Shippers

- Ship size
  - Varies with coast
- Shipping Rotation
  - Do the same vessels call different ports on the same coast?
  - Are they a single port of call?
  - What controls rotation or ports of call?
- Vessel Draft
  - What channel geometry is required?
    - minus 50 foot MLLW means 50 feet minimum at all times

Local Sponsor

- What is their business?
  - Break bulk
  - Containers
  - Liquid bulk
  - Autos
  - Mixed
- How do they fit in the logistics chain?

Local Sponsor - Partner

- Are they a knowledgeable Partner?
  - Do they understand the work?
  - Could they do the work themselves?
- Are they part of the decision process?

Local Sponsor - Funding

- How is the sponsor paying for their share?
- Are they building adjacent facilities?
- Impact of navigation project
  - On those projects
  - On sponsor’s ability to pay for those projects

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General Issues

- Sequential vs. parallel planning or phasing
- Need for non linear thinking
- Need to see connectivity of projects and actions or inactions
- Need for issue resolvers
- Need for holistic approach
- Navigation projects are only as deep as the shallowest part

A Different Point of View

- Navigation projects are unlike most projects you do – The SCHEDULE DOES MATTER
  - The flood may not come this year
  - The wetlands can wait until next year
  - The earthquake may not happen for another year
  - But completion surveys must be timely
  - If you do not finish you guarantee my tenant cannot bring their vessel in and make the revenue that will pay for your share and mine

Remember the Prize